

ANTONIO CAPO

PROFESSIONAL EXPERIENCE

- Aug 09 - Present* **TPG Capital** *London, United Kingdom*
Private Equity
Firm Partner, Head of European Portfolio Team. Operational underwrite, oversight and development of portfolio companies. Main deal coverage to date:
TES, leading UK education technology player, focusing on teacher recruitment and training, user generated teaching content, and data services to global universities, turnover ~€170M
Victoria Plum, UK e-commerce category leader in bathroom products, turnover ~€90M
Poundworld, UK discount retailer, turnover ~€500m
Prezzo, UK casual dining restaurant chain, turnover ~€250m
Kudu, Saudi fast food restaurant chain, turnover ~€250M
Transporeon, German logistic software provider, turnover ~€70m
Ontex, Belgian based EMEA leader private label and branded personal hygiene supplier, turnover ~€1.6B
Microgame, Italian provider of technological platform for online gaming, turnover ~€20M
- Mar 04 – Jul 09* **Alvarez & Marsal** *Milan, Italy*
Turnaround Management *New York (NY), USA*
Senior Director, interim management in distressed companies. Main assignments:
Irplast (CEO), Italian family owned producer of polypropylene film, packaging tape and packaging labels, turnover ~€ 120 M (2007), 2 plants, ~ 400 employees.
Pininfarina (CRO France), Italian, listed automotive engineering company, turnover ~€670M (2007), 3 production sites, 4 engineering locations, ~ 2700 employees.
Treofan, (Head Supply Chain) PE (Bain Capital 49%, Dor Chemical 51%) owned German packaging film maker, turnover ~€450M (2005), 10 plants in 7 countries, ~ 2000 headcount.
Fantuzzi, (Program Manager), family owned Italian port equipment manufacturer, turnover ~€410M (2004), 6 plants in 3 countries, ~ 2000 headcount
- Sep 01- Feb 04* **McKinsey & Company** *Palo Alto (CA), USA*
Management Consulting
Senior Associate, main focus on high tech sales and marketing. Main assignments:
Finmeccanica – Fincantieri. Business plan for proposed merger of two Italian, part-Government owned, engineering companies (combined ~€4.5B revenues).
Vodafone Italia. Telecommunication provider (~€ 8 B revenues): strategic assessment of alternative options to provide TV feed to mobile phones.
AMD. US chip manufacturer (~\$3B revenues): marketing spend effectiveness, sales and marketing headcount reduction.
Hitachi. Japanese hardware manufacturer (~\$60B revenues): post-acquisition integration of IBM hard disk producer (100-days plan and initial implementation support).
Veritas Software. US storage and data protection software vendor (~\$2B revenues): client segmentation, reorganization of 1000-strong sales force (compensation, quotas, etc.), pricing.
BEA Systems. US web server software vendor (~\$1B revenues): 5-years product roadmap.
- Jun 00 - Dec 00* **Cisco Systems** *San Jose (CA), USA*
Networking Equipment
Sales Analyst (summer position extended as contractor). Network cost modeling.

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- Sep 97 - Jun 99* **McKinsey & Company** *Milan, Italy*
Management Consulting
Business Analyst, main focus on sales and IT in retail banking and insurance.
- Mar 95 - Jun 96* **Italian Army** *Rome, Italy*
Second Lieutenant (first in his academy class): platoon commander, training officer.

EDUCATION

- Sep 99 - Jun 01* **Stanford University** *Stanford (CA), USA*
Graduate School of Business
Master in Business Administration.
- Sep 96 - Jun 97* **Collège d'Europe** *Bruges, Belgium*
Etudes Economiques Européennes
Master of Arts (*Maîtrise*), European Economic Studies.
- Sep 89 - Mar 95* **Università Bocconi** *Milan, Italy*
Corso di Laurea in Economia Politica
Bachelor of Science (*Laurea*), Financial and Monetary Economics.
- Jul 93 - Dec 93* **Universidad de Belgrano** *Buenos Aires, Argentina*
Escuela de Economía y Negocios Internacionales
Exchange student.

COMMUNITY SERVICE

- 2010-Present* **Private Equity Foundation** *London, UK*
Funding and operational support to charities focusing on NEETs
(young people Not in Employment, Education or Training).
- 1999* **Volontariato per lo Sviluppo Internazionale** *Luanda, Angola*
Relief campaign for homeless children displaced by civil war.
- 1994* **Fondazione Giuseppe Moscati** *Naples, Italy*
NGO supporting low income families confronting criminal moneylenders.

ADDITIONAL

- Languages:**
- Italian: native speaker.
 - English, Spanish: fluent.
 - French: not fully fluent, but can (and has in the past) do business in French.
 - German (ZDaF diploma): reads but cannot have a business conversation.
 - Portuguese: reads proficiently and can have a simple business conversation.
- Affiliations:**
- Board Member, Business Club Italia, London
 - Chartered Financial Analyst (CFA).
 - Member of the Turnaround Management Association (TMA), co-winner of the 2006 TMA International Turnaround of the Year Award for the Treofan turnaround.
 - Former Junior Fellow of the Aspen Institute.
- Interests:** Distance running, cooking, contemporary history, architecture.
- Personal:** Born 1970 in Caserta (Italy), Italian citizen, married, 2 children.