

## Pierre La Tour

Date and Place of Birth: 18 December 1967, Geneva (Switzerland)  
Nationality: Italian

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### WORK EXPERIENCE

The experiences highlighted below only focus on extraordinary, one-off activities. Besides these, day-to-day/standard tasks involving Controlling, Accounting, Treasury and Taxation are deliberately not mentioned in this document.

#### **March 2024 – Present: Salvatore Ferragamo S.p.A. – Florence (Italy)**

##### **Group Chief Financial Officer**

Salvatore Ferragamo S.p.A. is the parent Company of the Salvatore Ferragamo Group, one of the leaders in the luxury industry, whose origins date back to 1927. Salvatore Ferragamo is renowned for the creation, production, and worldwide distribution of luxury collections of shoes, leather goods, apparel, silk products and other accessories for men and women, including also eyewear, watches and fragrances under license. The company is listed on the Milan Stock Exchange since 2011.

Net Revenues: >€ 1 bn

Reports to: Group CEO

Finance Headcount: >50

Main achievements:

- Collaboration with the Strategy department in the definition of the 2025-28 Strategic Plan, presented to the Board of Directors in July 2024.
- Definition of efficiency actions leading to comprehensive fixed cost reductions, achieving € 39.8m savings vs. Budget (-8.5%).
- Reorganisation of the Finance function aimed at increasing its effectiveness.
- Revision of the Group Reporting Package, focusing on Balance Sheet/Cash Flow metrics.
- Revision and strengthening of the impairment test procedure; presentation to the Board of Directors of € 125m impairment on assets (€ 84m in December 2024, € 41m in June 2025).

#### **September 2019 – February 2024: Biesse S.p.A. – Pesaro (Italy)**

##### **Group Chief Financial Officer and Investor Relator**

Biesse Group is a global leading manufacturer of technologies for processing wood, glass, stone and composite materials. Its manufacturing footprint is located in Italy and India, with commercial subsidiaries in 35 countries across the globe. The company is listed on the Milan Stock Exchange since 2001.

Net Revenues: >€ 800 m

Reports to: Group CEO

Finance Headcount: >70

Main Achievements:

- Acquisition from Consilium Private Equity Fund III and entrepreneur of 100% equity interest in GMM Finance S.r.l. (2023), extending value proposition in the Stone, Glass and Other Materials businesses.
- Acquisition from entrepreneur of 100% equity interest in Forvet SpA (2021), extending value proposition in the Glass business.
- Closure of loss-making Chinese manufacturing operations (2020) and subsequent sale of the company (2021).
- Legal Entities rationalization project: consolidation of operations to achieve higher efficiency and cost effectiveness, reducing intercompany transactions and streamlining the Group's structure.
- Finance transformation project: enhancing automation and business information through the implementation of an EPM tool (Tagetik), establishing a single source of truth for all data, KPIs and reports allowing a Group-wide understanding and homogeneous reading of financials.

#### **March 2019 – August 2019: CNH Industrial – Ankara (Turkey)**

##### **Finance Director – Turktraktor (JV between CNH Industrial and the Koc Group)**

Responsible for Commercial, Manufacturing and Product Development Control, Accounting, Treasury and Taxation

Net Revenues: ~US\$ 1.0 bn

Reports to: JV CEO and CNHI APAC CFO (based in Europe)

Finance Headcount: 52 (headcount in Ankara, Istanbul, Erenler, Izmir)

## **November 2015 – February 2019: CNH Industrial – Shanghai (China)**

### **Chief Financial Officer – China**

Responsible for Commercial, Manufacturing and Product Development Control, Accounting, Treasury and Taxation

Net Revenues: ~US\$ 1.4 bn

Reports to: APAC CFO (based in Europe)

Finance Headcount: 58 excluding JVs (headcount in Shanghai, Harbin, Chongqing, Urumqi, Foshan)

Main Achievements:

- Legal Entities rationalization project: consolidation of operations to achieve higher efficiency and cost effectiveness, reducing intercompany transactions and streamlining the Group's structure. Project approved by Group CFO in Jan. 2017. Project go-live (first phase) 1<sup>st</sup> Jan 2018.
- US\$ 90m capital injection in CNH Harbin, completed in Nov. 2018.
- US\$ 100m capital injection in CNH China, completed in Nov. 2017.
- Commercial Vehicles Joint Ventures restructuring
  - Naveco: carve-out of the Yuejin business (NS ~US\$ 350 m) and sale to SAIC Motor Corporation (signing date 31<sup>st</sup> May 2016, closing date 31<sup>st</sup> Dec. 2016).
  - SIH (NS ~US\$ 2 bn): equity transfer followed by capital injections (Nov 2016: US\$ 140m, 2018 ongoing: US\$ 45m), resulting in dilution of the equity holding.
  - Played a leading role in the structuring of the transactions and negotiations with partners.
  - Presented the transactions to the Group Executive Council (GEC) in 2016, 2017 and May 2018.
- Agriculture business restructuring: layoff of 200 headcount and SG&A cost containment actions in Shanghai and Harbin (restructuring expenses US\$ 2.6 m, approved in Dec. 2016 by Group CFO and CEO).

## **February 2014 – October 2015: CNH Industrial – Turin (Italy)**

### **Chief Financial Officer – Specialty Vehicles**

Responsible for Commercial, Manufacturing and Product Development Control, Accounting (receivables invoicing flow only)

Net Revenues: ~US\$ 1.0 bn (Defence Vehicles ~US\$ 650 m, Fire Fighting ~US\$ 350 m)

Reports to: Group CFO (based in U.S.A.)

Finance Headcount: 45 (headcount in Turin, Bolzano, Ulm – Germany, Belo Horizonte - Brazil)

Main Achievements:

- Set up of the new Iveco Defence Vehicles Legal Entity (going concern's contribution in kind in exchange for newly issued shares through a capital increase).
- Turnaround of the Fire Fighting Ulm site: evaluation of business opportunities for CNHI/external activities to counter site under-utilization. Project presented to the Group Executive Council (GEC) in Oct. 2015.
- Board Director: Consorzio Iveco – Oto Melara (CIO).

## **January 2013 – February 2014: CNH Industrial – Turin (Italy)**

### **Double assignment:**

#### **Finance Director – Business Development**

#### **Finance Director – EMEA Commercial Vehicles**

Responsible for Commercial Control, Business Development Finance

Net Revenues (EMEA Commercial Vehicles): ~US\$ 4.5 bn

Reports to: Group CFO (based in U.S.A.)

Finance Headcount: ~60 (headcount in Turin, Chicago, and European markets)

Main Achievements:

- Iveco-Larimar Joint Venture (South Africa), presented to the Group Executive Council (GEC) in Dec. 2013.
- Board Director: Iveco Australia, Iveco-AMT (Russia), Iveco AMCE (Ethiopia), Truck & Bus Company (Libya).

## **October 2011 – January 2013: Iveco S.p.A. – Turin (Italy)**

### **Finance Director – International Operations and Business Development**

Responsible for Commercial Control, Investment Control (including Product Development)

Net Revenues: ~US\$ 2.6 bn

Reports to: Iveco CFO (based in Turin)

Finance Headcount: ~30 (headcount in Turin, Melbourne - Australia, Nanjing and Chongqing – China, Moscow - Russia)

Main Achievements:

- Defined financial targets of foreign Joint Ventures/Legal Entities.
- Supported the Joint Ventures/Legal Entities in the evaluation of major tangible/intangible investments.

**January 2008 – September 2011: Iveco S.p.A. – Defence Vehicles, Bolzano (Italy)**

#### **Chief Financial Officer**

Responsible for Commercial, Manufacturing and Product Development Control, Accounting (invoicing flow only)

Net Revenues: ~US\$ 600 m

Reports to: Iveco CFO (based in Turin)

Finance Headcount: ~30 (headcount in Bolzano and Vittorio Veneto – Italy, Belo Horizonte - Brazil)

Main Achievements:

- Actively involved in the bidding process that led to the award of the VBTP amphibious armoured vehicle to the Brazilian Army (~US\$ 2.2 bn, 20 years timeframe). Project (complete with dedicated plant investment) presented to the Group Executive Council (GEC) in Mar. 2011.
- Actively involved in the negotiation process for the supply of the LMV armoured vehicle to the Russian Army (~US\$ 130 mn, 3 years timeframe).

**July 2003 - December 2007: Iveco S.p.A. / Fiat Powertrain Technologies, Turin, Italy**

#### **Industrial and Investments Controller**

**January 2001 – June 2003: Fiat S.p.A., Turin, Italy**

#### **Strategies and Business Development - Analysis and Development of Business Portfolio**

**June 1997 – December 2000: Teksid S.p.A., Fiat Group, Turin, Italy**

#### **Strategic Planning and New Initiatives**

**January 1995 – April 1997 : Société Générale Crosby Investment Bank, Karachi, Mumbai, Hong Kong**

#### **Investment Analyst**

**January 1991 – December 1994: Aga Khan Foundation, Geneva (Switzerland), Gilgit (Pakistan)**

#### **Regional Program Monitoring Officer**

#### **EDUCATION**

**October 1986 – October 1990: Université de Genève, Geneva (Switzerland): *Licence ès Sciences Economiques et Sociales***  
Specialization in Macro-Economics

**1984 – 1986: Sevenoaks School, Sevenoaks, Kent (UK): *International Baccalaureate***

**1981 – 1984: Ratcliffe College, Leicestershire (UK): “O” Levels**

#### **FOREIGN LAUGUAGES**

<b>Italian</b>	Mother tongue
<b>English</b>	Mother tongue
<b>French</b>	Mother tongue