Simone Lombardini

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C.F.O.

Dynamic CFO supporting the Board of Directors or Company Management on key strategic decisions; highly results-oriented and adept at working in multicultural environments. I am distinguished by my ability to summarize and make decisions, a strong mediation mindset, and professionalism. Since 2023, I have been an ESG Officer certified by the University of Cambridge.

WORK EXPERIENCES

Living Tek srl, Empoli (Florence) **April 2024- Today**

Legal Representative

Main activities: Overall management of the company, focusing on raising financial resources (ordinary and extraordinary), with a special focus on subsidized financing. Human resources management and implementation of management control. Accounting system innovation and new software development. Management of relationships with creditors and suppliers. Management of the insolvency proceedings relating to Glasstek Sas, in conjunction with a group of professionals.

GlassTek Sas, Empoli (Florence) **June 2023 – April 2024**

C.F.O.

Main activities: Management of the Administration and Finance team (5 people). Development of budget procedures, including the creation of control tools and variance analysis for cash forecasts and business plans. Implementation of the "Accounting Cycle", "Accounting Cycle", and "Treasury" procedures. Reporting for the owners. Treasury management aimed at achieving the best market returns. Subsidized Finance projects. Development of treasury software (DocFinance). Analysis and implementation of new accounting software (Team System). Head and Master Account for corporate home banking (In-Biz). Management of medium- to long-term loans with major Italian banks.

Results achieved:

- TeamSystem Development
- Treasury Management Optimization
- ESG Policy Development
- Approximately 16% reduction in banking costs
- Approximately 25% reduction in raw material costs

- Hedging
- Subsidized Finance
- Reporting to the Board of Directors
- Implementation of corporate procedures

Univergomma Spa, Scandicci (Florence)

Finance Manager **2022 – June 2023**

Main activities: Treasury team management (3 people). Budget preparation and cash forecast variance analysis. Reporting for the owners. Development and ongoing implementation of cash pooling among group companies. Development of ESG policies. Head and master account for corporate home banking (In-Biz). Management of medium-long term loans with major Italian banks. Leasing management. Factoring management. Treasury audit management. Restructuring of the Treasury office with selection and training of new staff. Selection, development and ongoing implementation of new treasury software (Piteco).

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Management of short-term loans in euros and dollars. Management of hedging on the euro/dollar exchange rate.

Results achieved:

- Approximately 25% reduction in banking costs
- Cash Pooling
- Piteco Development
- Bank Credit Optimization
- ESG Policy Development

- LC Management
- Leasing Management
- Supplier Payment Terms Management
- Benchmarking for Factoring Company Selection
- Treasury Process Analysis and Implementation

Cromology Italia spa, Porcari (LU) **2012 - 2022**

Credit & Treasury Manager **2018 – 2022**

Main activities: Credit management for all four of the company's brands across the entire client portfolio of approximately 3,000. Forecasted credit analysis, ongoing management, and both in-court and out-of-court management. Management of the Doubtful Debt Fund of approximately €1.5 million. Management of a budget of approximately €100,000 for "Legal Consulting," "Commercial Information," and "Training." Management of the Credit and Treasury teams. Budget preparation and variance analysis for both DSO and cash forecasts. Reporting to the parent company. Management of collections and payments both in Italy and abroad. Head and Master Account for corporate Home Banking (In-Biz). Management of medium- to long-term loans with the parent company. Management of Transfer Pricing on financing agreements. Management of internal and external Credit and Treasury audits. Restructuring of the credit office with selection and training of new staff.

Results achieved:

- 10% decrease in overdue receivables
- Improved 200,000 customers in litigation
- Improved company DSO by 11 days
- Improved working capital by approximately €3 million
- Implementation of an innovative factoring program for approximately €40 million in financing

- Implementation of cash pooling with the parent company
- Analysis and development of new credit management software
- Implementation of new collection reconciliation software
- Implementation of new treasury management software
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Credit Manager **2012 – 2018**

Main activities: Credit management for the company's entire customer portfolio, approximately 3,000, and for all 11 stores directly managed by the wholly-owned subsidiary Colori di Tollens, approximately 10,000 customers. Credit forecasting, ongoing management, and both in-court and out-of-court management. Management of the Doubtful Debt Fund of approximately €3 million. Management of a budget of approximately €150,000 for "Legal Consulting," "Commercial Information," and "Training." Management of the two teams, Cromology and CTB.

Results achieved:

- Conduct periodic Area Manager meetings
- Stabilize overdue receivables
- Harmonize payment methods
- Create and disseminate a corporate Credit Policy

- Implementation of cash pooling with the parent company using the Zero Balance model.
- Management of disputed credits.
- Benchmarking among banks and management of 400 corporate credit cards.

Guess Italia spa, Florence (FI) **2008 – 2012**

Credit & Treasury Manager

Main activities: Credit management for the company's four lines (Apparel, Bags, Kids, and Shoes) across the entire customer portfolio, approximately 4,000. For all stores directly managed by Guess, approximately 30, collections are managed from physical collection to in-branch payment. Forecasting of credit lines, ongoing management, and both in-court and out-of-court management. Management of the Doubtful Debt Fund of approximately €3 million and the Agents' Indemnity Fund. Management of the Credit team (4 people) and the Treasury team (2 people). Management of franchising agreements for the Finance department. Management of internal and external Credit and Treasury audits.

Results achieved:

• Benchmarking and finalization of credit insurance contract • Cashpooling with parent company • Treasury software development	• Containment of DSO within the agreed-upon annual budgets • Development of a disputed credit management procedure • Reporting, Development of procedures for monthly accounting closures within 3 days.

ADDITIONAL RELEVANT EXPERIENCES

C.M.S.A **June 2006- October 2007**
Administrative and Financial Manager

***Main activities*:** Balance sheet analysis by ratios and cash flows for creditworthiness assessment. Project financing feasibility and profitability studies, design and implementation of corporate structures and related bylaws and shareholder agreements, implementation of budget policies and compliance with international standards. Final and projected cash flow budgets, short-term and medium/long-term financing. Relationships with leading banks and insurance companies. Implementation of a new project management control process.

- Project Management for Major Projects, such as the new Pisa Stadium or the restoration of the Uffizi Museum.

P. Antinori S.r.l. **May 2005- June 2006**
Head of Financial Planning

Sustainability studies and optimization of corporate investment planning. Budgeting and forecasting of cash flows, short-term financing, and medium/long-term financing. Developing the best derivatives to hedge exchange rate and interest rate risks. Monitoring the financing and cash flows of all other group companies.

- Management of European funding

TRAINING

QUALIFICATIONS

- March 2001: Degree in Economics and Commerce, University of Florence, with a grade of 102/110.

MASTERS AND COURSES

- December 2022 – May 2023: *ESG Officier. Short Master at University of Cambridge in Sustainable Finance*
- December: *"Negoziation Management"*, *Bridge Partners*.

- November 2006 - February 2007: Master *"Diritto Societario"*, *Ipsoa* – Bologna.
- September 2001 - May 2002: Master *"Risk Management & Control", Istud - Istituto Studi Direzionali*, Università Cattolica, Milano.

OTHER

- January - June 1997: Lund University, Sweden, *Erasmus*

LANGUAGE KNOWLEDGE

Italian: Native

English: Fluent

Spanish: Basic

French: Basic