

Executive Management Consulting

Automotive &
Industrial Experts



If you want to go fast, go alone
If you want to go far, **let's go together**

*Key Competencies
and Partners*

Key competencies



Brand Enhancement
Product Marketing



Strategic Communications
Message Shaping



Automotive, Aerospace & Industrial
Business & Technical Know-how



Business to Business
Relationships Management
International Networking



Operations Management
P&L Improvement
Change Management



Strategic Sales Agreements
Business Development
JV and License Agreements

Specialists in Automotive, Aerospace and Industrial Markets

About us

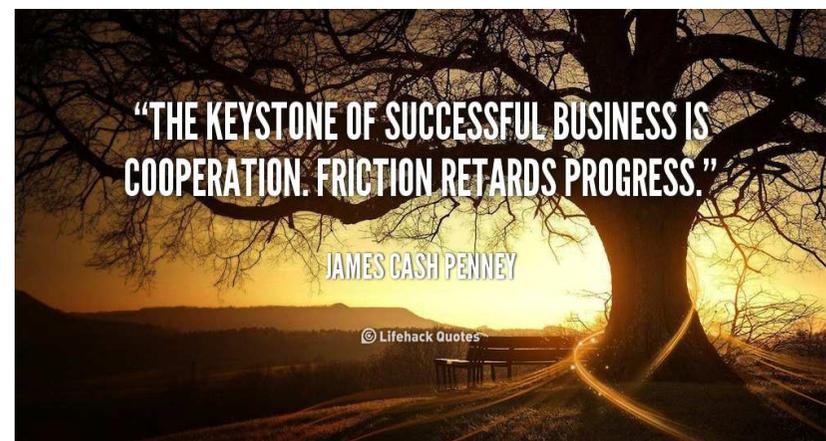
Leveraging several years of experience at the highest level, having worked at leading multinationals on highly-engineered products, we provide a variety of services such as **Consultancy, Interim Management, Advisory, Technical-Sales Representative Agreements.**

We are specialists in **Business Development, Product Marketing, Operational Restructuring/Company Reorganization, Joint Venture/License Agreement Establishment,** in **Automotive, Aerospace** and many other **Industrial sectors,** supporting OEMs, Tier 1-2 suppliers, Private Equity Banks and Hedge Funds.

We leverage a **qualified international network of relationships** with several senior executives, skilled professionals and experienced consultants.

We **operate globally** from our offices, **strategically located in Northern Italy.**

Competent, Skillful, Reliable



Why EMC

Several consultants produce endless amounts of presentations, but hardly ever straightforward advice.

Many talk a lot, but are hopelessly lost when practical solutions are needed.

We are different:

- We have a successful track record, growing businesses in both domestic and global markets with **20+ year careers in the industrial, commercial, and aftermarket sectors.**
- We offer in-depth, first-hand knowledge of the **Automotive, Aerospace and Industrial Markets: how they operate, grow, and make money.**
- We deliver meaningful results in top/bottom line performance, developing and delivering **clear and executable business strategies, measurable score cards, and transparent goals across functions.**
- We connect people and companies thanks to our **qualified network**, for meaningful personal relationships and strategic alliances.
- We develop and execute **powerful strategies** for effective leadership and operational excellence, **minimizing your expense and maximizing your returns.**

Who we are



ALESSANDRO MORTALI

In January 2014, Alessandro Mortali started providing consulting and management support services to OEMs, Tier 1 & 2 Suppliers, Private Equity Banks and Hedge Funds, establishing *Executive Management Consulting*.

Mr. Mortali is a mechanical engineer with **over 20 years' experience in the automotive business, gained in leading multinationals including Valeo, Sumitomo Corporation, Arvin Industries, Meritor Inc. and CNHi/Iveco.**

Prior to forming an Executive Management Consulting, Alessandro was SVP Heavy Truck at *Iveco*. During his tenure, *Iveco's* Stralis MY13 truck won the "Truck of The Year" award for 2013.

Previously, as VP and GM of *Meritor Inc.*, he designed and executed a complete turnaround of Meritor's European business unit, while also holding worldwide Management Committee lead responsibility for Meritor's largest global customer.

Having served various roles throughout his career in Sales, Engineering, Marketing, Operations and General Management, as well as having P&L responsibility at Tier 1 and OEM levels, Alessandro has a deep understanding of the European truck and fleet business environments.

Combining product and operational knowledge for both components and complete vehicles, Alessandro Mortali offers a unique perspective on investment, turnaround and product planning projects.

Expert in **Strategic Selling, P&L Improvement, Company Restructuring, Business Development and Customer Support**, Alessandro Mortali has a strong, wide and **qualified business and relationship network all over the world.**

Who we are



STEFANO CHMIELEWSKI

Stefano Chmielewski is a manager with **over 35 years of experience in the automotive industry**, focused on the truck industry since 1982, with a large and extensive network.

During his career, he spent several years in the export markets before returning to the European operations where he managed several positions in *Iveco, Volkswagen and Volvo Renault Trucks*.

Appointed **Renault Trucks CEO** in 2003, he joined Volvo Steering Committee, and remained the longest serving officer in the Renault Truck history after the Berliet family till 2012, where he took charge of the military operation of the Volvo Group.

Being Renault Trucks CEO, he was key in the RT heavy range renewal, managing an investment of over 2.5 billion Euros, repositioning the product, and changing totally the market approach for RT.

RT range won the “Truck of the Year” award and several design awards in UK and Worldwide.

The activities in the Defence Business allowed the implementation of the extensive experience in HR, R&D, Manufacturing and Real Estate, not to mention Sales & Marketing to the Defence Division, that gained 5+ billion Euros governmental orders in just 3 years. Range vehicles renewal, R&D management and purchasing strategies, added to the latest manufacturing processes, allowed double digits results .

Today, non executive Board member in Lamberet sas on behalf of AVIC Xinfei corporation of China, he acts as consultant in various field, such as automotive, industrial, aero engineering consulting and defense for several CAC 40 players.

With proven executive management skills in **Strategic Selling, Marketing and Communications**, Stefano Chmielewski also provides **valuable leadership and coaching in Business Development, Customer Support, Networking and Public Relations**.

Who we are



GINO COSTA

Gino Costa has been immersed in the **commercial vehicle industry since 1979**, covering trucks, vans and buses, for *Iveco* until 2004 and for *Renault Trucks/Volvo Group* later on, **living in six different areas of the world and managing people from over a dozen different nationalities.**

He has driven strategic expansion, joint ventures and technology licenses (**China, Turkey, Middle East and East Europe**), restructuring and consolidating in **European markets**, Italy, UK and Ireland recently.

In the 80s he **run the first office of Iveco in Beijing**, setting the foundation for Company's commercial and industrial growth in China. Later, he successfully negotiated and managed commercial and industrial joint-ventures in Turkey, he drove process and HR revisions in Turkey, Middle East and Italy, a major brand re-positioning and complete turnaround of rental and distribution companies in UK, and he designed and led business culture and change management projects.

Fully responsible of P&L, he has always delivered above target both on commercial and financial results, from a balanced combination of savvy cost management and of business growth and expansion.

The key factors to his success are centered around **identifying the expectations of customers in different environments**, then **positioning the brand and delivering the most relevant and differentiating product and service offers.**

Gino Costa's experience and result-orientated skills **greatly contribute to commercial and international expansion, operational/financial turnaround** and to **people engagement and change management processes.**

Who we are



PEDRO FERRO

Pedro Ferro has **30 years of experience in the global automotive industry**, leading transformation and improving manufacturing, aftermarket and distribution businesses.

His focus areas and expertise are in **profitability improvement and growth, 80/20 implementation, business analytics and complexity reduction**. He has served as CEO or President for the past 10 years.

His track record is demonstrated by global growth and diversification in four companies; three startups in the US; corporate ventures in two Fortune 500 companies; three turnarounds and board positions at four organizations.

With degrees in Mechanical/Production Engineering (FEI) and Business Administration (FCAV/USP), he's authored the book "The Vital Few Natural Laws: Powering the 80/20 Methodology in Business" in 2015.

Prior to *Fras-le/Randon*, Pedro was President of *Meritor's Aftermarket, Industrial and Asia Pacific*, based in Shanghai, China. Prior to joining Meritor, Pedro held leadership positions at ***Marmon/Berkshire Hathaway, ArvinMeritor, Motor Coach Industries, Dell Computer and Cummins***. He started his career at Cumming in 1985, where he held executive positions of increasing responsibility, including Vice President of automotive information products.

Pedro is Partner at Luzio Strategy Group, leading North America practice from Charlotte/NC.

Who we are



ALFREDO NOCERA

Alfredo Nocera is Partner at Executive Management Consulting since 2016.

He is an **aerospace engineer, with 16 years' international sales & marketing experience at multinational companies**, leaders in advanced technologies and innovation.

Prior to joining EMC, Alfredo served as Sales Director at *Piaggio Aero*, introducing brand-new aircraft and support services, establishing business in Asia, negotiating strategic partnerships in China and consolidating sales in Europe, with record orders and valuable relationships established worldwide.

Previously, as Sales and Marketing Manager at *Meritor Inc.*, he supervised the marketing activities in Europe, contributing to successful product positioning, accurate forecasting and profitability increase, he managed the business with the clients and acquired new major OEMs.

Alfredo started his career at *AgustaWestland (Leonardo/Finmeccanica)*, working first as Contract Manager at the Business Unit Italy, then as Sales Manager at the NHI Consortium in France. He introduced five new advanced helicopter models with related turnkey support services, led negotiations with several industrial partners and clients, achieved record orders and increased profitability.

Expert in **International Business Development, New Products Launch, Marketings, Negotiations, Joint Ventures, Communication, People/Organizational Growth**, Alfredo Nocera brings value to each firm and opens new perspectives to every business, thanks to his technical background and broad experience, his determined hands-on approach, his wide network.

Alfredo speaks Italian, English, French, German and Mandarin.

Success stories

- **Tier-1 Truck Supplier** – After having made a large investment to increase their product range and capacity, they requested support to develop export sales mainly with WEU OEMs
- **EEU Tier-1 Automotive Supplier** – After having gained a large share in EEU and CIS countries, they requested support to develop sales with OEMs and Aftermarket Clients in WEU
- **Asian WW Tier-1 Automotive Leader** – Support the BOD in WEU to further growth with OEMs and with other Tier1 suppliers, providing new innovative products
- **Specialized Body Builder (multiple production plants)** – The Company requested advisory to improve their R&D dept. performance, for better efficiency and reduced time-to-market of new products.
- **Private Equity Fund** – During the acquisition process of Tier-1 mid-size company, they requested advisory support to assess the potential and the market position, and to fix some organizational issues.
- **European OEM/Asia Company** – Support the license agreement development and the negotiation of a complete vehicle that will be produced as CBU version in low-cost country.

Success stories

- **Tier-1 Automotive Supplier (mechanical components)** – Company margins improvements: cost reduction project focused on new LCC sources organizing the relevant supply chain; 15% saving achieved.
- **Automotive & Industrial Supplier** - After having completed the MBO of the European Division from a Japanese Multinational, they requested support to review their commercial and product strategy, and for cooperation developments.
- **Italian Tier-1 Automotive WW Leader** – Advisory to their BOD, to increase their business in Commercial Vehicles marketplace.
- **Tier-1 Automotive Supplier (precision components)** – Reshaped corporate identity, through comprehensive marketing & communication plan; executed business development project.
- **Component Supplier (luxury cars)** - Already Tier-2 supplier to aerospace companies, entered into Tier-1 business relationship, thanks to EMC advisory.
- **Asian Leading Textile Company (technical apparel)** – Support to develop and implement cooperation with European leading company. Initiative targeted to further develop the ASEAN market.

True Results Are Broader Than Just Financial Returns

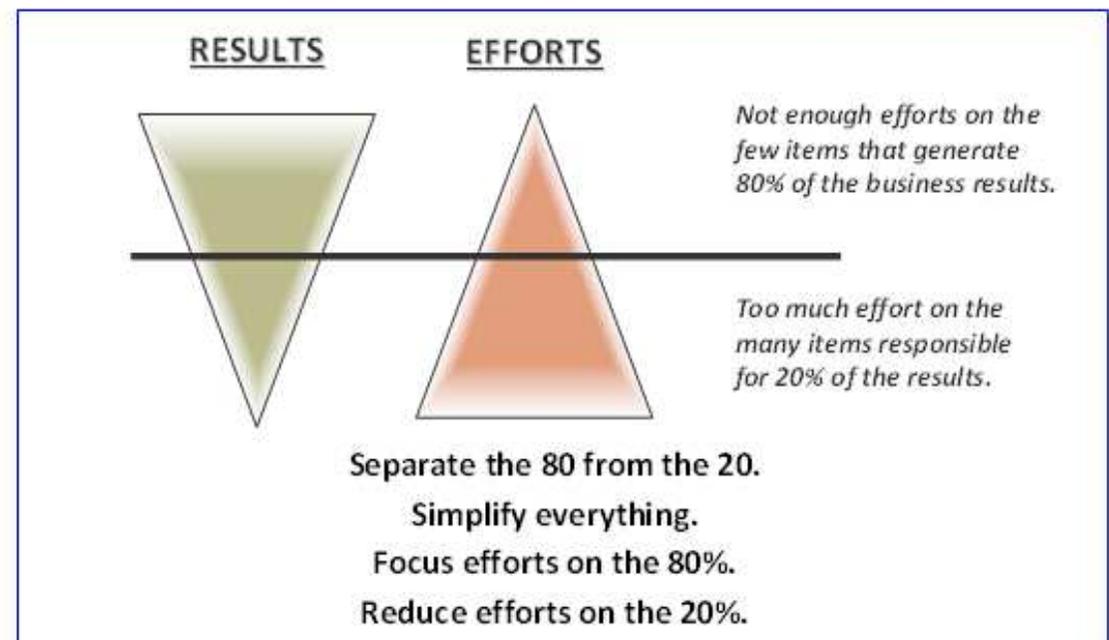
The "80/20" business process

EMC provides strategic advisory on Business Performance/Profitability, in partnership with Luzio Strategy Group

Companies become complex as they grow. As scale changes, simplicity gives way to complexity in the products/services portfolio and in business processes.

Complexity pushes against value and profitability.

We support companies to deploy the proven and powerful "80/20" business process, focusing on the following three key areas of profitability and growth:



Our network



Executive Management Consulting

Automotive &
Industrial Experts



Let's go together!

Executive Management Consulting S.r.l.

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VISIT OUR NEW WEBSITE:

www.managementcon.com