

Corporate Development Senior Manager at AC Milan

Profile highlights

**GIOVANNI
REGGIORI**

- **Eclectic profile** (strategy, corporate finance, sporting and commercial experiences)
- **Analytical skills** (Business Planning and ROI analysis on commercial/sporting activities)
- **Entrepreneurial mindset** (co-founded the 1st padel academy in Varese, together with an Olympic champion)
- **Sport industry enthusiast** (and sportsman by birth)
- **"People first" approach** and ability to establish **valuable connections** with people (selected as mentor for the 1st Italian sport-tech accelerator, Co-author of a Bocconi Uni. textbook, promoter of socio-educational experiences)



AC Milan (Milan, Italy)

● Corporate Development Senior Manager

Nov. 2023 – present

(Reporting to: CFO) - Responsible for company-wide Corporate Development

- New Stadium project
- Part of ACM Football Technical Committee



Juventus Football Club (Turin, Italy)

● Corporate Development and Investor Relations Manager

Mar. 2022 – Oct. 2023

(Reporting to: CFO) - Responsible for company-wide Corporate Development and Investor Relations

- Develop financial analysis and draft info memo to support strategic choices in Business and Football Areas

Relevant projects and activities:

- ROI analysis on Juventus' Youth (home-made players), merchandising dpmnt. and Women team
- Real Estate and subsidiary portfolio business assessment (J Village, J Medical, J Hotel, Onefootball...)
- Company Business Plan scenario-analysis under different business and legal assumptions; with identification of key financial KPIs

● Executive Chairman Staff and Investor Relations Officer

Jan. 2021 – Mar. 2022

(Reporting to: Chairman and CFO) - Operating point of reference to third parties (clubs, associations, advisors...) on strategic projects

- Coordinate intelligence activities to monitor the most relevant business info, drawing insights of strategic importance

Relevant projects and activities:

- M&A process of Serie A MediaCo (Italian league media right SPV): financial and business assessment
- European club competitions' sporting, financial and business assessment (sporting format and rights' commercialization)
- €400m capital raise: Investor Meetings, Business Plan, Roadshow pres., Prospectus and '21-24 company Business Plan

Investor Relations Specialist

Feb. 2020 – Jan. 2021

● (Reporting to: CFO)

- Preparation of materials for internal meetings (BoD and committees) and external events (IR events)
- Relationship with investors, banks and public equity analysts & creation of the first internal valuation model for Juventus

J.P.Morgan J.P. Morgan (London, UK)

● Analyst, Leveraged Finance team

Jun. 2016 – Feb. 2020

- Advisory for corporations on appraisal of strategic debt issuance
- Main tasks: Business plan analysis, Financial modelling, Investor and Rating Agency presentation draft
- Sole analyst dedicated to Media industry coverage in EMEA

Relevant sport/media projects:

- A.S. Roma €275m MediaCo: financing secured by broadcasting revenues, 2nd MediaCo deal in Europe
- Real Madrid F.C. €575m Stadium financing: 1st StadCo deal in Europe
- Sportradar €300m M&A (European leader in Sport data collection, analysis and distribution)
- Amer Sports (Salomon, Wilson, Atomic, Arc'teryx...) €5.6bn M&A: delisting and acquisition by Anta and Tencent
- Lille €165m private financing
- Other transactions (M&A and financing): Picard, C.H. Guenther, APCOA

EDUCATION

Bocconi University (Milan, Italy)

MSc in Accounting, Financial management & Control (2015-17)

Thesis: "SBO enhancing or diminishing true value?" Vote: 110/110
GPA: 29,7/30 *cum laude*

BSc in Economics and Finance (2012-15)

Thesis: "Italian Start-ups financial statement analysis" Vote: 110/110
GPA: 29,6/30. Selected via Bocconi "talent program" *cum laude*

SCIENCES PO - Visiting MSc student, GPA: 30/30 Paris, France, '17

UCLA - Visiting BSc student, GPA: 4.0/4.0 L.A., USA, '15

ENTREPRENEURSHIP

OASI PADEL CLUB – Co-founder: 1st padel academy in Varese. €0,6m valuation in Series A capital raise Varese, Italy (2021-today)

WESPORTUP – Mentor: #1 Italian Sport Tech startup accelerator (CDP, Wylab, Startupbootcamp) Rome, Italy (2022-today)

ADDITIONAL INFO

Italian: Native

English: Fluent

Spanish: Conversant

IT skills: Excel pro user.

Very good knowledge of Microsoft Office suite

ESG COURSE & PUBLICATIONS

- "ESG analysis & investment" - Politecnico di Milano graduate course on ESG most relevant topics in financial markets (2021)
- Co-author, "M&A financing" chapter - Bocconi Uni. textbook (2020)

LEADERSHIP & AWARDS:

- Scholarship for outstanding academic results (2016, 2017)
- Selected among +1,500 for a mentorship program (2015)

SOCIAL EXPERIENCES:

- Charity work in Haiti: bricklayer in an orphanage (2017)
- UCLA coop: providing cheaper housing to top students in LA (2015)

SPORT ACHIEVEMENTS & PASSIONS:

- Middle-distance runner: Half marathon: 1hr. 17min; 10k: 35min; 11th in World Championship "steepest 400", participated to 3 Italian titles
- Reading novels (V. Hugo & F. Dostoevskij as favorites)