

ANDREA SELLINI

GROUP LEGAL & INVESTOR RELATION MANAGER



ELEVATOR SPEECH

Skilled transactional In-house legal with excellent education credentials and balanced experience in law firms and in-house corporate legal departments. Highly committed, passionate and with a team-player orientation complete the profile.

EXPERIENCE

Group Legal & Investor Relation Manager



May 2021 - Present

- Appointed as (i) **Investor Relations Manager** in February 2023, (ii) member of **ESG Committee** in November 2023, (iii) member of **Whistleblowing Committee** in December 2023.
- Leading the Group Legal Department (2/3 people in-house and 2 external resources). Focus:
 - ✦ Manager of Corporate Affairs and Corporate Governance, in charge of coordinating and supervising the performance of all corporate governance, the management of corporate transactions of an extraordinary nature, as well as responsible for drafting and negotiating contracts and deeds of a corporate nature;
 - ✦ Full management of M&A processes (due diligence management, VDR, negotiation of contractual clauses and definition of pre/ post-transaction administrative and legal requirements);
 - ✦ Full management of foreign company incorporations (Bialetti Australia, Bialetti Japan);
 - ✦ Legal management of the disposal phase of strategic corporate assets;
 - ✦ Management of all corporate governance requirements: (i) internal - management and organization of committees and boards - and (ii) external (CONSOB);
 - ✦ Internal governance of the company's Management Models (Modello 231, GDPR Privacy Model, IOP);
 - ✦ Provided legal advice to all Internal departments regarding legal documentation, KYC, bank account opening, and credit legitimation;
 - ✦ Contractual consultancy (domestic, international, Inter-company, lease and/or rental agreements for Bialetti Store);

Legal Manager



March 2015 – May 2021

- Led the Legal, credit and Insurance Department (6 people). Focus:
 - ✦ M&A;
 - ✦ Making strategic decisions in support of the company's CFO and CEO;
 - ✦ Direct and operational management (from a legal/negotiation perspective of certain strategic orders);
 - ✦ Contractual consulting;
 - ✦ Credit management;
 - ✦ UNI negotiation,
 - ✦ Management and implementation of Modello 231,
 - ✦ Management and implementation of the Credit Policy,
 - ✦ Claim Policy management and implementation,
 - ✦ Decisions and choice of strategies regarding litigation management together with the appointed lawyer.

Legal Specialist

Jan 2008 – Oct 2013



- During university studies, I worked as an employee at Studio Legale Santini, in Brescia. Among the activities carried out, the focus was:
 - Civil, Family and Commercial Law;
 - International contracts EU, UK, USA, TR, ALB;
 - Law of associations, foundations and ecclesiastical entities;
 - Compensation for damages in contractual and non-contractual matters;
 - Real estate law;
 - IPR Law;
 - Management of all registry duties at the Court of Brescia;
 - Full management of the entire enforcement process (from the first notice to the final attachment).

EDUCATION

Master: Corporate and Bankruptcy Law

2020/21 - BRESCIA



Master: Bankruptcy and Business Crisis Reform

2019 - BRESCIA



Master: Business Contracts in the Application of Law

2017 - BRESCIA



Master: Corporate contracting and national and international Arbitration

2016 - BRESCIA



Post Graduate Course

2014 - Haifa, Israel



Law Degree

2013 - BRESCIA



Classical Lyceum

2006 - BRESCIA

SKILLS

TECHNICAL

Contracting
Legal knowledge
Technical proficiency

BUSINESS

Business acumen
Strategy Development
Customer service

BEHAVIOUR

Leadership
Influencing & advisory
Communication
Negotiation

MY LIFE PHILOSOPHY

"Value yourself. Without internal resources, you have nothing." — Marcela Serrano

PASSIONS

Sports
Other

LANGUAGES

●●●●●●●● Mother tongue
 ●●●●●○