

Massimo Tosato

International entrepreneur and experienced board member



Massimo currently is:

- Independent Director of Pictet Asset Management Holding SA, Geneva, since July 2017.
- Member of the Board of Overseers at Columbia Business School, Columbia University, New York - USA, since 1992.
- Shareholder of Credimi S.p.A., a new Milan based market funded digital supply chain financing, through factoring and reverse factoring to small and medium size enterprises. Since July 2016.
- Member of the Advisory Board of Trilantic Capital Partners LLP, a European private equity firm specialising in SMEs, since 2016.
- Independent director of Lisa Corti srl, a Milan based lifestyle brand since 2018.

Others, reflecting personal interests:

- Trustee of Parasol Unit Foundation for Contemporary Art, London, since 2005.
- Founding partner of Tenuta Villa Pinciana sagsr, a Super Tuscan wine and olive oil producing family estate in Southern Maremma, Tuscany, since 1999.
- Director, Delbycrest limited, London. (freeholding of family property in London) since 2018.
- Sole Director, Montpelier Investimenti S.r.l. Milan (a family holding company for investments in Italy) since 2017.

From April 2017 to July 2018 he was shareholder and CEO of Quaestio Holding SA and of Quaestio Capital Management SGR, an institutional independent Italian asset management business with about €10 billion FUMs. Rapid growth on illiquid alternatives created the opportunity for a monetisation.

Until 31 December 2016, he had worked for 21 years at Schroders, most recently as Chief Executive for Schroder Investment Management Limited (2012-2016) in addition to his role as Executive Vice Chairman of Schroders plc

(2007-2016), the London listed holding company, and his responsibility as Global Head of Distribution (2004-2016).

His main role over the time has been to design and implement the strategy for the global expansion, covering 27 countries in four continents, the product innovation and channel diversification. Since he joined the board with the new management team in 2001, assets under management quadrupled to over \$470 billion, profits went from break even to 45% of revenues and the share price increased eightfold close to \$10 billion.

From 2014 to 2016 he has also been a member of the board at Nutmeg, the leading and pioneering online discretionary investment management start-up in the UK he had sourced.

Having covered various international roles, after initially joining Schroders (Italy) in 1995 as Managing Director, he was appointed to Schroders plc Board of Directors and Group Management Committee in 2001 as Global Head of Retail (2001-2004). Since 1999 to 2016 he has been Chairman of Schroder International Selection Fund (SICAV) in Luxembourg, the global flagship fund range platform. He has also been a Director and Chairman of the alternatives subsidiary Schroders New Finance Capital LLP.

Previously:

- Member of the Advisory Council of TheCityUK, the organisation representing the UK based financial and related professional services industry (2015-2016).
- Vice President of EFAMA in 2011-2013 and previously member of the Board (2009-2011). EFAMA is the Brussels based European Fund and Asset Management Association.
- Member of The Council for the United States and Italy (2011-2012).
- Member of IRSG - the City of London's International Regulatory Strategy Group (2010-2011).
- Independent Director of the Board of the Milan listed Banca Nazionale del Lavoro (2002-2005).
- Chief Executive of Euromercantile S.p.A, Italy. Among other, co-invested and built up the innovative satellite monitoring system for cars and trucks Viasat, in association with Telecom Italy, Assicurazioni Generali group and a team of engineers (1991-1995).

- Chairman and co-founder of Tonic, one of the highest growth rate advertising agencies of the 80's in Italy, subsequently sold to the French Ata group (1982-1987).
- Founder and Chief Executive Officer of Cominvest SpA, an Italian pioneering investment banking and asset management organisation. It was later sold to Cassa di Risparmio di Roma Group in 1991, at a time when Cominvest had become a significant independent financial services company in the country, 1981-1991.