

# Giacomo Chiavari

Partner – Responsabile settore Power & Utilities per Italia, Spagna e Portogallo e  
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Giacomo Chiavari  
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## Background & Education

- ▶ Giacomo is a Partner at EY Parthenon in the Transaction Advisory Services department
- ▶ Giacomo joined EY in 2017 and is based in the Milan office. He has a strong project management track-record
- ▶ Giacomo has developed a spread-out expertise on Corporate Finance Strategy, Corporate Development, Business Transformation and Re-organization in large complex corporations
- ▶ Prior to joining EY, Giacomo has worked for more than 13 years at The Boston Consulting Group
- ▶ Giacomo graduated Summa cum Laude from the University in Genoa, with a Master in Management Engineering
- ▶ Giacomo holds an MBA from INSEAD

## Competence

- Giacomo has a long-lasting experience in the Energy, Industrial Goods and Infrastructure sectors
- ▶ In the industrial goods sector: he supported merge and post-merge activities in the gas compressor and in the railway high-tech industry
  - ▶ In the energy sector, he supported most of the leading large players in the market on core issues along the value chain: Generation, Energy Mgmt., Distribution and Sales units
  - ▶ In the infrastructure sector, he gathered experience both with companies and institutional investment funds across several areas
  - ▶ Geographical footprint of the activities are across the Med area: Spain, France, Italy, Greece and Turkey
  - ▶ Form a functional perspective, he developed a spread-out expertise on a diversified set of areas in large complex corporates
    - ▶ Merge and Acquisition & Corporate Development: Strategic growth options development and assessment, Industrial Planning and business planning
    - ▶ Post-Merger Integration support: Organization & process redesign
    - ▶ Business Transformation: develop of new internal Ventures and Business Lines, roll-out of new large projects, Global Advantage and Operational Excellence

## Selection of projects

- ▶ Equity story for gas compressor producer to identify JV value creation pillars (including synergies): integration management through a set of action to accelerate the materialization of synergies
- ▶ Commercial Due diligence over gas distribution company and redesign and implementation of the new organization, managing the operational integration and the legal entity simplification
- ▶ Commercial Due Diligence over power & gas retail target, with focus on market dynamics
- ▶ Commercial Due Diligence over vertically integrated waste management company (collection, treatment, recovery & disposal) by a leading infrastructure fund
- ▶ Commercial Due Diligence on SW provider for renewable energy plants for asset management
- ▶ Commercial Due Diligence over sanitary waste management company
- ▶ Digital transformation and operating model redesign for all core processes of a leading power distribution company
- ▶ Global Transformation through implementation of initiatives to improve effectiveness of Power Distribution Supply Chain across all countries; full application of a pilot initiative: review and optimization of the Logistic network
- ▶ Sourcing strategy optimization, including trading, to reach mandatory targets on white certificates