

LEADERSHIP & CONTACT DETAILS



Massimo Cecchi
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ITALY

- ✓ **Senior manager, Investment Professional and Investment Banker**, Massimo has more than 35 years extensive experience of the financial, real estate and property finance, hospitality and retail industries across different products such as M&A, Financing, Structured Finance, Equity Investments and Capital Markets. As principal investor underwrote €12 bn+ across the capital structure. Substantial experience of: General management, Business Development, Turn-around, Equity and Debt underwriting, investments, portfolio management and divestitures, risk management, people management, start-up and team building (three successful start-up executed) delivering results ahead of expectations (mainly in the Italian market with international experience in France, Switzerland, Netherlands, Germany, UK and US), Established relationships with the business community (access to board/CEO/CFO level) including financial institutions, real estate sponsors, property companies, financial sponsors, asset managers and public entities.
- ✓ He currently serves as **Chairman & Managing Partner** at **CAINVEST Srl**, providing institutional customers - Private Equity Funds and corporates - with Corporate Finance Advisory Services and Temporary Management.
- ✓ In his previous roles, he held senior positions in institutions such as: **Chief Real Estate Officer** at **Aquileia Capital Services**, **Bain Capital Credit** Italian operating Platform and captive Servicer, 100% Controlled by Bain Capital Credit; **IntesaSanPaolo IMI CIB - Managing Director Real Estate** Investment Banking & Structured Finance and previously at **UBIBANCA - Head of Real Estate**, Corporate & Investment Banking – Industry Coverage; **LNR Partners Europe & Hatfield Philips** – a **Starwood Capital** Affiliate (Senior Advisor Italy), **Sansedoni SpA** (CEO); **JPMorgan - Head of Real Estate Structured Finance** for Italy, **ABN Amro - Head of Italy - Real Estate Structured Capital**, and **Banca Intesa San Paolo** - Director of Structured Finance - Real Estate and Head of Real Estate Advisory, where he made a substantial contribution to the development of Banca Intesa Real Estate Group leadership within the Italian Market.
- ✓ Mr. Cecchi has been involved in a significant number of senior assignments in transactions involving privatization, property lending, investments, asset management and divestments, CMBS, real estate securitization, real estate private equity, debt restructuring, ECM, DCM and M&A advisory for a large number of clients including Republic of Italy (one of the largest RE privatization ever), BNP REIM SGR, Banca Intesa, Bain Capital, Corio, Davidson Kemper, IGD, Pirelli Real Estate, Prelios, York Capital, Stoneweg, Varde Partners, Municipality of Rome and Jolly Hotels.
- ✓ Mr. Cecchi graduated in Business (1990 - University of Bari), qualified as Certified public Accountant ("Dottore Commercialista") and Certified Auditor ("Revisore Contabile"), received Fellowship on Corporate Finance CNR University of Rome "La Sapienza" (1994) and lectured Corporate Finance (1995 - 1999 - University of Bari). Italian national, fluent in English and French.