Riccardo Bruno

EDUCATION

1985 **Master of Business Administration** at **The American University of Washington D.C.** major in Finance.

1982 **Master of Science in Electrical Engineering at University of Naples** (110 cum laude/110)

ACADEMIC EXPERIENCE

2013 – Actual **LUISS GUIDO CARLI UNIVERSITY**

Professor od **Structured Finance** at LUISS Guido Carli University - Master of Science in Management-Corporate Finance since 2015; previously in charge of **Capital Market** course at Master of Science in Business Management.
Professor of **Financial Markets and Intermediaries** from 1990 until 1998 at LUISS Business School. Guest Speaker and panelist on Corporate Finance and Private Equity Conferences and Roundtables (Euromoney, Mergermarket, Private Equity Insights, Sole 24 Ore, Luiss, Bocconi). Member of **EBR - European Banking Report Advisory** Board **at Italian Banking Association (ABI)**. **INCARICHI ATTUALI**

CURRENT BOARD APPOINTEMENTS

March 2021-current **CARTIERA DI GUARCINO S.p.A**
Indipendent Board Member

July 2020-current **ENGINEERING INGEGNERIA INFORMATICA S.p.A**
Indipendent Board Member

Dec. 2019- current **NEODECORTECH S.p.A**
Indipendent Board Member and Chairman of the Board of Directors
Chairman of the Sustainability Committee and member of the Remuneration Committee

Aprile 2019-attuale **ATLANTIA S.p.A**
Indipendent Board Member, Chairman of the Remunaration Committee and Member of the Related Parties Committee

Aprile 2018-2021 **CREDITO EMILIANO S.p.A.**
Indipendent Board Member and Member of the Risk Committee and of Indipendent Board Member Committee designated by Assogestioni

PROFESSIONAL EXPERIENCE

Feb 2019-current CAPITAL INSIGHT PARTNERS s.r.l
Founder & Managing Partner of an independent Advisory boutique operating in the fields of Investment Banking, Corporate Finance & Private Equity Advisory

2008 – 2017 CLESSIDRA_SGR_S.p.A.

Senior Partner and Executive Board Member at Clessidra SGR S.p.A.
As a **Senior Partner** of the Investment Team and Member of the Investment Committee of **Clessidra Sgr** (leader in the Italian Private Equity market with €2.2bn AUM), he has coordinated and significantly contributed to the development of origination capabilities and selection of investment projects of **CCPII** and **CCP3**, focusing on the Italian target market in different industry sectors (Financial Institutions, Automotive, Transportation, Telecom, Media, Industrials, Consumer/Luxury, Business Services, Utilities).
He has been strongly involved in the strategic development of the Fund Investment activity as well as in the active management of portfolio participations and enhanced Clessidra network with respect to other PE Funds, Investment Banks and Strategic

Advisors. He has coordinated the investment team on a variety of Clessidra projects leading the investment process and value cration strategy in **Camfin/Pirelli** and **Harmont&Blaine** and the active management and divestment of **Tirrenia** and **Anima Sgr**. During this period, Riccardo has served as **Deputy Chairman of Harmont&Blaine**, **Executive Chairman of Camfin**, **Board Member of Pirelli and Tirrenia**, **Board Member of Nexi** (formerly ICBPI) **and Cartasì**, Chairman of Lauro 42 (investment vehicle for the acquisition of Prima Sgr and following merger with Anima Sgr), Chairman of Lauro 54 and Lauro 61 (holdco e bidco involved in the Camfin Tender Offer).

2000 / 2008 **DEUTSCHE BANK**

Managing Director and Head of Corporate&Investment Banking Italy

Central Director and Member of the **Management Board of Deutsche Bank S.p.A.**, Member of the **Management Board of Deutsche Bank Ag Milan Branch**, Member of the **European Management Committee of Deutsche bank AG London**, **Head of Corporate and Investment Banking** in Italy since 2000, he has been in charge of the strategic development of Corporate Finance and Investment Banking activity of Deutsche Bank in Italy, coordinating DB efforts in **M&A, Equity Capital Market, Debt Capital Makets/Leverage Finance and Private Equity** with respect to Italian Institutions and priority clients (Large Corporate, Financial Institutions e Mid Cap Clients). During this period he has also served as **Executive Chairman of Deutsche Bank Capital Markets SpA and Deutsche Bank Sim** and as **Board Member of REEF Opportunities SpA.**
He has led the repositioning of Deutsche Bank Investment Banking in Italy and has personally developed origination and coverage of top tier clients and the execution of the most relevant transactions carried out by Deutsche Bank in both Corporate and Financial Institution sectors. The fast growing implementation of DB Investment Banking strategy in Italy has been supported by his broad and qualified relationship network with the most visible and relevant leaders of the Italian Financial and Entrepreneurial Community, by the recognized professional expertise, by managerial skills based on team working and problem solving attitude on complex corporate finance projects.
As **Managing Director and Senior Banker** of **Global Corporate&Investment Banking Division**, he has personally developed strategic dialogue and professional relationships with the most relevant Italian clientsmain Italian and International Financial Sponsors.
He has personally originated and executed the following transactions:
- **M&A**: Enel/ acquisition of OGK-5 and of Endesa (financing), Axa/acquisition of BMPS Vita e Danni, , ADR/trade sale of ACSA, Weather/ acquisition and leveraged financing of Wind, Fastweb/trade sale, Galbani/trade sale, Alitalia/restructuring and equity capital market refinancing, CDP/privatization, DBREOG/acquisition of Enel Real Estate, BT/acquisition of Albacom, BMPS/ merger and delisting of Banca Agricola Mantovana and Banca Toscana, Barilla/ acquisition of Kamps, EDF-FIAT/ hostile take over of Montedison and dismissal of non core assets;
- **Equity Capital Markets**: Piaggio/IPO, Mutui Online/IPO, Alitalia/Capital increase, Fastweb/Capital increase, BMPS/ monetization of IMI San Paolo block, BMPS/ Exchangeable Bond into BNL, Fiat/rescue rights issue and Capital increase, Campari IPO, Enel/equity placements of various tranches;
- **Debt Capital Markets/Leverage Finance:** access to debt financing and Debt Capital Markets for the top ranked Italian issuers (Ferrovie dello Stato, Telecom Italia, ENI, ENEL, Fiat, Finmeccanica, Poste Italiane, Edison, Autostrade, Autogrill, Aeroporti di Roma); structuring and /underwriting of Leveraged buyout transactions/acquistion Financing performed in Italy (Wind acquisition Financing, Montedison Acquisition

Financing, Endesa Acquisition financing, Avio Leveraged Buyout)
- **Private Equity**: start up in 2002 - jointly with Luca Cordero di Montezemolo – of an Italian initiative in the Private Equity sector named **"Charme Investments"** focusing on Made in Italy and Life style investment opportunities, for an initial fund of €150 million raised with a selected group of Italian entrepreneurs and Financial Institutions. He has been **Deputy Chairman** of **Charme Investments** until 2006 and has been mainly involved with the acquisition of Poltrona Frau and Cassina.

1996 - 2000 **COFIRI S.p.A.**

Joint General Manager

He has led the Cofiri Group evolution into an integrated player in the Italian Corporate & Investment Banking supporting the financial management of State owned Companies in the execution of Capital Market, Corporate Finance, Structured Finance, Private Equity.
In charge of COFIRI Group operating divisions, he has been responsible for the coordination of Group funding and Asset&Liability management activity as well as of Credit Lending (Corporate lending, Factor and Leasing). He has executed the most relevant financial transactions of the Group in the different sectors of **Debt Capital Markets, Equity Capital Markets, integrated Treasury management, Derivatives and risk management, corporate finance advisory and M&A, Private Equity.**
More specifically, he has led Cofiri acquisition of Aereoporti di Roma, the financial restructuring of FINMECCANICA and RAI, the privatization process of IRI Group companies through Capital Markets (Banca Commerciale, Credito Italiano, Autostrade, Telecom Italia, Finmeccanica) or trade sale/M&A process (mainly Iritecna and Ilva group companies).

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1993 - 1996 **COFIRI SIM S.p.A.**

Chief Executive Officer and General Manager.

He has developed COFIRI SIM into a market leader in Investment Banking, Derivatives and Capital Market and coordinated the portfolio Asset&Liability management by implementing advanced risk management tecniques and integrated decision support tools.
He has dramatically expanded COFIRI SIM presence in Equity and Debt Primary Capital Market supporting the Italian IPO and privatization program (Credito Italiano, Banca Commerciale Italiana, IMI, INA, ENI, MEDIASET), and underwriting and placing Debt Capital Market issues to refinance public restructuring (Autostrade, Cassa Depositi e Prestiti, IRI, RAI). He has also started the M&A and Advisory business, then developed at parent company level since 1996, carrying out complex financial restructuring projects (ILVA, IRITECNA,RAI), as well as privatizations and trade sales.

1990 – 1993 **Deputy General Manager**

Has started and developed Cofiri Servizi Finanziari SpA (then transformed into COFIRI SIM), specializing its activity in Capital Market and risk management, rapidly reaching a leadership position in the Italian financial market by introducing innovative financial risk management tools and strongly expanding its activity in the international Capital Markets.

1985 - 1989 **Banca Nazionale del Lavoro SpA**

In charge of developing and coordinating Capital Market and Corporate Finance at **BNL (Banca Nazionale del Lavoro) – Finance Division** , leading the Bank activity in different segments such as Treasury management, securities trading, risk management, domestic and international Bond and Equity primary markets..

PERSONAL INFORMATION

Born in Napoli, on November 14th 1959, married with 2 children,Fluent in English**.**
Member of Circolo Canottieri Aniene Roma and of Circolo dell'Unione di Napoli.