

CURRICULUM VITAE

PERSONAL INFORMATION

Name

FABRIZIO CENTRONE

Date of birth

1961

WORK EXPERIENCE

- Dates (from – to)
- Name and address of employer
 - Type of business or sector
 - Occupation or position held
 - Main activities and responsibilities

October 1998 - now

IntesaSanpaolo Group

Banking

Several (See attached details)

See attached details

- Dates (from – to)
- Name and address of employer
 - Type of business or sector
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 - Main activities and responsibilities

March 1995 – September 1998

Telecom Italia S.p.A.

Telecommunication business

Head of Planning & Control

- To oversee the definition of mid and long term plan and the annual budget process
- To contribute to the implementation and management of the necessary instruments allow the definition of the objectives and management reports

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1985 - February 1995

Andersen Consulting, today **Accenture**

Consulting

Consultant

Mainly involved in projects in the banking business with increasing responsibilities.

- Dates (from – to)
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 - Type of business or sector
 - Occupation or position held
 - Main activities and responsibilities

1987 – 2001

LUISS University of Rome

Education

Faculty Lecturer

Teaching (Course: Information Systems applied to the business environment)

EDUCATION AND TRAINING

- Dates (from – to)
- Name and type of organisation providing education and training
- Title of qualification awarded

March, 1984 - Rome

LUISS (Business and Administration University)

Graduated with honours in Business and Economics

- Dates (from – to)
- Name and type of organisation providing education and training
- Title of qualification awarded

1998

INSEAD – CEDEP (Centre Européen d'Education Permanente)

General Management Programme

PERSONAL SKILLS AND COMPETENCES

Registered chartered accountant

MOTHER TONGUE

ITALIAN

OTHER LANGUAGES

ENGLISH

Excellent

Excellent

Excellent

- Reading skills
- Writing skills
- Verbal skills

SPANISH

GOOD

BASIC

GOOD

- Reading skills
- Writing skills
- Verbal skills

FRENCH

Good

Basic

Good

- Reading skills
- Writing skills
- Verbal skills

DETAILED WORK EXPERIENCES IN INTESA SANPAOLO GROUP

- Dates (from – to)
- Name and address of employer
 - Type of business or sector
 - Occupation or position held
 - Main activities and responsibilities

May 2015 - now

IntesaSanpaolo

Banking

Project leader – Wealth Management China

Start-up of a newco in China to distribute financial products to High Net Worth individuals through a network of financial consultants

- Dates (from – to)
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 - Occupation or position held
 - Main activities and responsibilities

May 2014 – may 2015

IntesaSanpaolo

Banking

Staff to Head of Division

Assessment and review of strategic positioning of the Group in specific markets

- Dates (from – to)
- Name and address of employer
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 - Occupation or position held
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February 2012 – April 2014

CIB Bank, Hungary

Banking

Chief Executive Officer & Chairman of the Board

- Dates (from – to)
- Name and address of employer

September 2009-February 2012

Intesa Sanpaolo, Milan, Italy

- Type of business or sector
- Occupation or position held
- Main activities and responsibilities
- Dates (from – to)
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- Name and address of employer
 - Type of business or sector
 - Occupation or position held
- Main activities and responsibilities

Banking

Head of Central Eastern Europe (CEE) Area

International Subsidiary Banks Division (ISBD)

Supervision of three banks in Hungary, Slovakia and Slovenia

- Monitor and control the results of the Subsidiaries in the assigned markets and evaluate their market position and competitiveness, suggesting actions for improvement
- Direct and coordinate Subsidiaries' marketing and sale strategies by defining the guidelines to strengthen the core business by ensuring the necessary assistance and by promoting the development of synergies with other Group structures as well as the ones among the Banks
- Negotiate with the local management the budget and the plan objectives
- Assure that the governance of the subsidiaries is in line with the Group's policies
- Maintain relationship with major clients in the area

January 2007–September 2009

Intesa Sanpaolo, Milan, Italy

Banking

Head of South Mediterranean & Asia

International Subsidiary Banks Division (ISBD)

- Monitor and control the results of the Subsidiaries in the assigned markets and evaluate their market position and competitiveness, suggesting actions for improvement
- Direct and coordinate Subsidiaries' marketing and sale strategies by defining the guidelines to strengthen the core business by ensuring the necessary assistance and by promoting the development of synergies with other Group structures as well as the ones among the Banks
- Negotiate with the local management the budget and the plan objectives
- Assure that the governance of the subsidiaries is in line with the Group's policies
- Maintain relationship with major clients in the area
- Direct and coordinate new business through organic growth or new acquisition

January 2003 – January 2007

Banca Intesa Spa (now **Intesa Sanpaolo**), Milan, Italy

Banking

Head of America Region (7 banks mainly located in South America)

International Subsidiary Banks Division (ISBD)

- Assess the strategic positioning of the bank in each relevant market and define the target and financial evolution
- Direct and Coordinate, when necessary, the divestment of the subsidiary
- Monitor and control the results of the Subsidiaries in the assigned markets and evaluate their market position and competitiveness, suggesting actions for improvement
- Direct and coordinate Subsidiaries' marketing and sale strategies by defining the guidelines to strengthen the core business by ensuring the necessary assistance and by promoting the development of synergies with other Group structures as well as the ones among the Banks
- Negotiate with the local management the budget and the plan objectives
- Assure that the governance of the subsidiaries is in line with the Group's policies

October 1998 – January 2003

Banca Intesa Spa (now **Intesa Sanpaolo**)

Planning & Control

Chief Financial Officer

In charge of several departments as Chief Financial Officer of a Group's Subsidiary

FURTHER INFORMATION

He is, and has been in the past, serving as **Member of the Board of Directors** in several companies and banks

He has been **Chairman of the Italian Chamber of Commerce** in Hungary