

CURRICULUM VITAE

PERSONAL INFORMATION

Name

ADRIANO ARIETTI

Date of birth

1948

PROFESSIONAL EXPERIENCE

FROM 3/2009 UP-TO-DATE
Consultant and Board Director

- Consultancy for institutional clients and member of the Board of Directors or Board of Supervision of banks operating in transitional economies. Active directorships: Banque Credit Populaire Morocco (on behalf of IFC), ATF Bank Kazakhstan (independent director), Intesa Sanpaolo Banka Bosnia (on behalf of Intesa Sanpaolo SpA).
- Main directorships now ceased: Bank of Alexandria, Egypt (ceased 3/2014), VUB Banka, Slovakia (4/2013), Asia Pacific Bank, Russia (11/2012), Banca Intesa Beograd, Serbia (10/2012).
- Participation to Committees of above banks (Remuneration, Nomination, Strategic, Risk, Audit Committees) as either President or Member.
- Development of specific projects for institutional clients in transitional economies, such as Sub-Saharan Africa.

FROM 2/1998 TO 2/2009
Banca IntesaBCI, later Intesa Sanpaolo SpA, Head Quarters Milan, Subsidiaries Division and later Foreign Banks Division, Head of Corporate Finance and M&A

- Development and submission to Committees and Board of Banca IntesaBCI first and Intesa Sanpaolo SpA later of their strategy to develop a multinational presence in Central Eastern Europe, with the attendant execution of M&A transactions, amongst which notably the acquisition of Privredna Banka Zagreb, Croatia, Delta Banka, Serbia (now Banca Intesa Beograd) and VUB Banka.
- Negotiation of equity participations with co-investors (IFC).
- Purchase of minority holding in Bank of Qingdao, PRC, the only banking investment in that country by an Italian bank.
- Attempted acquisitions of several other banks mainly operating in Turkey, Romania and Russia.
- Sale of some of Intesa Sanpaolo SpA's subsidiaries in Latin America.
- Leadership of the post-acquisition overhaul or commercial restructuring of the newly acquired banks, and appointment to their Boards.

FROM 9/1994 TO 1/1998
Banca Commerciale Italiana Suisse, Zurich, Deputy CEO

Co-management of this subsidiary of BCI dedicated exclusively to private banking with world-wide clients.

FROM 5/1974 TO 8/1994
Banca Commerciale Italiana (BCI), Various units in Italy and abroad

- BCI Capital Corporation, New York (9/1989-8/1994), President and CEO: investment bank.
- BCI Singapore Branch (7/1987-8/1989), Deputy Branch Manager: commercial banking in the region, capital markets and treasury operations.
- BCI New York Branch (6/1980-6/1987), up to Vice President status: commercial lending to US multinational companies (MNCs), and cross-border lending to Latin American MNCs.
- BCI, Headquarters Milan e various Italian branches (5/1974- 5/1980): theoretical and practical training leading to managerial positions.

EDUCATION

University of Turin (Italy)
NASD/SEC (USA)
Post-graduate courses (USA e Italy)

Master in Law, cum laude, 1972
Licenses of Securities Principal (series 21) e General Securities Representative (series 7), 1989
Analysis of Financial Statements, International Trade Finance, Cross-border Lending, Foreign Exchange and Treasury Operations, Fixed Income Securities and Derivatives, Leadership, Teamwork, Corporate Governance and Board Room Dynamics (from 1977 to 2014)

PERSONAL SKILLS AND COMPETENCIES

MOTHER TONGUE

ITALIAN

OTHER LANGUAGES

ENGLISH – Excellent, oral and written

FRENCH – Good, oral and written

SPANISH – Ability to interact verbally

RELATIONSHIP SKILLS AND
COMPETENCIES

Familiarity and ease of interaction with public regulators, ministers and public officials, private companies' owners and CEO's, members of Board of Directors or Supervision of banks located mainly in developing countries.

ORGANIZATIONAL SKILLS AND
COMPETENCIES

Ability to identify and prioritize key issues in complex situations and to formulate strategies on how to achieve corporate objectives. Proven capacity to lead/coordinate large teams for specific projects.

BANKING KNOW-HOW

Deep knowledge of all banking activities accrued over 40 years of banking practice in developing as well as developed banking markets.

MILANO, OCTOBER 2016