

**PERSONAL INFORMATION****ANDREA MARIA BALDONI****PERSONAL STATEMENT – SHORT PROFILE**

**Senior manager with high level of professional experience in:**

- Corporate and Investment Banking
- Strategic and Business Advisory Services
- Project Management.

**Business maturity, long-standing cross cutting skill gained during 35+ years of activities:**

- in Italy, Europe and several developing countries
- in a broad range of industrial sectors and investment projects
- dealing with a complete range of companies (start-ups, smes, large corporates, public finance), institutions (EC, UN, IFI) and investors.

**Focus on:**

- Access to risk finance (debt or equity)
- Financial instruments and advisory services dedicated to r&i&d initiatives
- Commitment and Interaction with innovation ecosystem
- Sustainable development topics, Sustainable technology innovation
- Renewable energies, Green-to-Circular economy, Cleantech
- Environment and bio-economy (agri-food, biotech, blue growth)
- Resources & industrial processes efficiency

**The profile is mainly based on the experiences (on full time basis) gained within:**

- *Intesa Sanpaolo Group* (1992-2021)
- *ENI Group* (1984-1991).

**Andrea's profile, all along his career, is potentiated by notable individual professional experiences, assignments, partnerships, memberships and affiliations.**

**WORK EXPERIENCE (full time basis)**

**2021 to present**

**Direct Investor and Main Partner of Investors Club Deal**

Dynamic portfolio (launched in 2021, underway) diversified by industry (cleantech, renewable energies, bio&agritech, fintech) and asset typology.

Club Deal's portfolio includes direct investments in corporate non-performing credits (NPL, UTP) management.

**Advisor & Business Partner**

- Independent advisor on strategy, finance, business management, for companies, institutions and investors
- Member of investment boards and committees, for the selection, financing, support of innovation initiatives and investment projects.

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**1992 - 2021**

**Senior Manager**

**INTESA SANPAOLO GROUP (Leading Financial Institution), Italy  
(Previously SANPAOLO-IMI and IMI BANK)**

Various responsibilities within Corporate&Investment Banking, Commercial Banking. Covering a range of positions both in Parent Company and Subsidiary Banks.

Dealing with a complete range of clients (SME, Mid-Large Corporate, Public Finance), products/services, sectors and projects, in the Italy and Euro-zone markets.

Focus on evaluation of initiatives, companies, investment programs:

- supplying specialized lending (loans, EIB loans, gov.&multilateral funds), structured finance (synd.loans, project finance, LBO finance), advisory (business strategy)
- supplying financial instruments and advisory services in research&innovation field, by supporting and accelerating projects&initiatives
- dealing with corporate strategic investments, international development, value chain integration, company&debt restructuring, m&a operations
- sectors: medium&high-tech manufacturing, cleantech, renewable energies, food-agri-bio tech, environment, industrial process & resources efficiency.

**Details about positions and responsibilities.**

2019 - 2021

Head 'Food Industry and Agribusiness' Sector and related Supply Chains (food machinery & packaging, materials, resources, wastes, distribution).

INTESA SANPAOLO – SME Sales & Marketing Dept., Specialized Advisory

2013 - 2019

Head 'Food Industry and Agri-Business' Sector

Bank Delegate for start-up evaluation team (in wide range of industrial sectors)

MEDIOCREDITO ITALIANO – Group Corporate Banking Center for SMEs, Italy

2008 - 2012

Head Credit Unit (regional area)

MEDIOCREDITO ITALIANO – Group Corporate Banking Center for SMEs, Italy

2006 - 2007

Chief Corporate Finance Products Unit (regional area) - SANPAOLO-IMI BANK

1999 - 2005

Manager Corporate Banking Team, Global Relationship Manager (regional area)  
SANPAOLO-IMI Bank

1992 - 1998

Business Development Manager, Senior Loan Officer - IMI BANK

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**1984 - 1991**

**Head Officer**

**SNAMPROGETTI SPA - ENI GROUP (Italian National Oil Company)  
Engineering&Main Contracting Company, Italy (at present SAIPEM)**

Various responsibilities within Offshore Division and Energy Systems Division.

Covering a range of positions: Business Development Manager, Proposals & Project Engineering Manager.

Focus on R&D high tech projects: o&g production/transportation systems (off-shore, on-land), subsea o&g production, energy systems (traditional sources), mainly in developing countries (Africa, Asia, South America, former USSR).

Managing techno-economic proposals for funding, Managing relationships with UN System, Regional Development Banks (WB Group) and IFI.

**1984**

**System Engineer**

**TECNOMARE (public-private entity, partially controlled by ENI GROUP)  
Research&Innovation Company in Maritime Industry, Italy**

**WORK EXPERIENCE (on short term contract basis)**

***In the last 15 years, in compliance with the full-time basis activity for the Bank, I focused my professional interest on start-ups/innovative SMEs, acting as expert, advisor, non-exe board member, direct investor. The following recent facts are worthy of note.***

- 2014 to present**      **Independent Expert / Rapporteur**  
**EUROPEAN COMMISSION (and Executive Agencies)**  
 20+ contracts for 'Evaluation of proposals&monitoring actions', within Horizon Europe and Horizon 2020.
- **'EIC-SME Instrument** PH1, PH2' 2015-2019, **'EIC Accelerator'** 2019-2020-2021. Funding innovative SMEs: blue economy, cleantech, circular economy, environment, materials, industrial processes.
  - **'EIC-FTI Actions'** 2018-2020. Funding close-to-market initiatives: F&B, Consumer products&services panels.
  - **LIFE 'Climate Action Sub-programme'**, Calls 2020-2021 - Climate change mitigation. Funding environment, resources efficiency and climate action projects.
  - **EMFF 'Sustainable Blue Economy'**, Call 2017 for Demonstration projects, Call 2019-2020 for SMEs Blue Economy.
  - **H2020 SC5 'Climate Action, environment, resources efficiency & raw materials'** – Circular economy 2017. Funding r&i projects.
- 2011 - 2013**      **Investment Board Independent non-exe Member.**  
**PROFESSIONAL ADVISORY FIRM\*, Italy**  
 Focus on accelerating/investing in Italian/EU start-ups.  
 Connecting investors (BA,VC,PE Funds), business incubators, enterprises.
- 2009 - 2013**      **Advisor for strategy, finance, global international business development,**  
**r&i projects (non-exe board member)**  
**INDUSTRIAL GROUP\*, Italy**  
 Renewable energy sector (phv modules manufacturer, EPC contractor) and durable goods (HVAC systems).
- 2010 - 2012**      **Tech-economic Investment Board Member (Independent, non-exe)**  
**PRIVATE EQUITY FUND\*, Italy**  
 Portfolio assets evaluation: renewable power plants (solar, wind, biomass), smart energy solutions, materials & components companies. Cumulated power installed up to 400 MW.
- 2007 - 2012**      **Business Partner. Advisor for strategy, finance (non-exe board member).**  
**EPC GROUP\*, Italy**  
 Green energy sector: power plants development, e.p.c.m. (solar, wind, hydro, geothermal), smart energy, e-mobility, smart building.
- 2010**      **Co-Founder, direct investor (non-exe board member)**  
**SPV\*, Italy**  
 Development, construction, management of 2 solar power plants (2x1MW).
- 2010**      **Co-Founder, direct investor (non-exe board member)**  
**SPV\*, Italy**  
 Development of electric vehicles production platform.

***(\*) Information available upon request.***

**EDUCATION AND TRAINING**

- 2003 (6m course) **Executive Program Banking Management (SANPAOLO-IMI Sponsorship)**  
SDA BOCCONI, Italy
- 1998 (3m course) **Executive Program ‘Corporate Strategic Finance’ (IMI BANK Sponsorship)**  
SDA BOCCONI, Italy
- 1992 (1m course) **2 Programs: ‘Company Evaluation Methods’, ‘Industrial Investments Appraisal’ (IMI-BANK Sponsorship)**  
LUISS UNIVERSITY, Italy
- 1987-1989 (2y course) **M.B.A. Executive Evening Program (High Potential Program, ENI Sponsorship)**  
SDA BOCCONI, Italy
- 1983 (1y course) **Post Graduate Program in Industrial Engineering (University Scholarship)**  
**Researcher within ‘Fusion Reactor Program’**  
BOLOGNA UNIVERSITY – CNEN (at present ENEA) Frascati Research Center, Italy
- 1977-1982 (5y course) **BSc Degree Nuclear Engineering (Industrial Branch)**  
**Graduation thesis at CNEN Bologna Research Center, Italy**  
BOLOGNA UNIVERSITY

**PERSONAL SKILLS**

Mother tongue **Italian**

Other language

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
<b>English</b>	<b>C1</b>	<b>C1</b>	<b>C1</b>	<b>C1</b>	<b>C1</b>

**MANAGERIAL SKILLS**

- **Highly focused. Strong personal commitment to create and maintain value and to achieve objectives.**
- Notably successful in building and maintaining **solid relationships** with clients, partners and senior management officers.
- **Enterprising, creative thinker** with financial acumen and a commercial eye.

**JOB RELATED SKILLS**

- **Business maturity** with the ability to structure, negotiate and manage complex financial transactions (debt and equity).
- **Strong analytical skills** in the overall evaluation of industrial companies and investment programs.
- **Advisory based approach** with proficiency to assess corporate business models and key performance indicators.
- Thorough knowledge of working methods of **international financial institutions**.
- Full working command of computer sw/operating systems.